





India, an economy driven on dynamism

Keeping Company With A Nation On The Move

The world is looking at emerging markets to drive growth. At a time when growth in the developed world has stagnated, the developing world and India in particular, is growing at very healthy clip of 8-9%. Yet infrastructural bottlenecks are stifling the country's immense growth potential. Not only does poor quality infrastructure result in direct wastages but it also adds to transaction costs. Moreover, it frustrates all stakeholders and impedes entrepreneurial spirits.

Having realized that infrastructure would be the key economic growth driver, which could be catalyzed by private participation Vishvaraj Infrastructure Limited (VIL) evolved the domain strength in its chosen segments to leverage these opportunities and contribute to nation building.

The first prerequisite for success is a clear Vision and Focus. From its very inception, VIL has envisioned itself as future major player in Public Private Partnership as an Infrastructure company with its core focus in the transportation sector & subsequently in the water sector. Today, over a decade later, the company has an impeccable reputation in its chosen domain, built project by successful project.





Vision

To build an entrepreneurial organization that can make a positive change to the lives of millions of people through building better infrastructure.

Mission

To build infrastructure for improving the quality of life of citizens at large. To ensure benefits to all the stakeholders connected to the project and in the process generate reasonable returns for the shareholders. To keep the balance between reasonable returns and social responsibility.

The Key Business Domains

Transportation Sector

- Roads & Highways

Water Sector

- 24x7 Citywide Distribution Systems
- Designing, Building and Operation of Water and Sewage Treatment Plants





The VIL Story

It was way back in 1998 when the promoter of VIL - Arun Lakhani, a post graduate in Technology, spotted an emerging opportunity in the infrastructure sector with BOT as the business model. Every bit of data pointed towards a huge need for PPP, as the government alone could not possibly build infrastructure rapidly enough to keep pace with the growth of the Indian economy.

To augment this thrust, the promoter acquired Vishvaraj Infrastructure Limited in 1999. In a matter of just a decade, VIL has built a reputation and a unique niche for itself, growing rapidly from strength to strength.

The underpinning philosophy of this entire endeavor is a community and societal centric approach. It is only a win-win model where every stakeholder benefits and true economic wealth can be created. This philosophy can be seen flowering in every community where VIL projects are in operation with the community benefiting from its corporate social responsibility efforts.





Road Transport Sector

Since its first BOT project of developing an 8.3 km road in 2000, VIL has come a long way and has seen the sector mature with it too. VIL has since executed and is operating 3 BOT Road projects while a project of INR 7 billion is under construction.



VIL Projects



1) Project

Construction of a major bridge and its approaches across Pinglai river in km 113/800 on Nagpur-Edlabad Section of NH-6 on BOT basis at Tiwasa, District- Amravati, Maharashtra.

Project Awarded By	Project Model	Project Start Date	Concession Period	Project Cost	Status
Ministry of Road Transport and Highway, Government of India	BOT	14.05.2004	12 Years, 9 Months, 9 Days	211.6	Operational Project

2) Project

Construction of ROB with approaches near Fekari village, Taluka Bhusawal, District Jalgaon in KM 399/00 of Surat-Dhule-Nagpur Road NH-6, Maharashtra

Project Awarded By	Project Model	Project Start Date	Concession Period	Project Cost	Status
Ministry of Road Transport and Highway, Government of India	BOT	30.11.2006	14 Years, 8 Months, 21 Days	483.3	Operational Project

3) Project

Four laning 64 KM road of Warora-Chandrapur-Ballarpur in Chandrapur District of Maharashtra State on DBFOT basis

Project Awarded By	Project Model	Project Start Date	Concession Period	Project Cost	Status
Public Work Department, Maharashtra	DBFOT	18.03.2010	30 Years	6886.2	Under Construction



Project

Improvement of road from Malegaon to Kopargaon at 95/000 to 170/600 KM of SH-10 on BOT basis, in the state of Maharashtra

Project Awarded By	Project Model	Project Start Date	Concession Period	Project Cost	Status
Public Work Department, Maharashtra	BOT	24.11.2004	20 Years, 10 Months, 17 Days	1130.4	Operational Project

The Social Connection

It is not just bricks & mortar but the emotional connect that builds a strong societal structure. In line with this philosophy VIL gets involved with socially relevant endeavors at every project location and is a major thrust area for the group. It created recreational facilities, a library, reading facilities for senior citizens, a garden for children, renovated schools and created better facilities in the vicinity of the Malegaon-Kopargaon project. These help in creating immense goodwill in the local community for VIL.



The Water Sector

Rapid urbanisation has resulted in a massive burden on the already crumbling urban infrastructure. With over half the population of India expected to be living in cities by 2020 this pressure is increasing rapidly. Urban water supply in particular is suffering from a hugely increased demand-supply gap, poor service, wastages due to leakages, theft and deteriorating financial & technical performance.

This sector in India is in desperate need of private investment and expertise for building water source augmentation, water transport facilities, treatment facilities, storage facilities, distribution facilities, waste water handling and reuse facilities and most importantly management capabilities to drastically remove inefficiencies of around 50% wastages and commercial losses.

Government's Increased Impetus for Change Gives a Thrust to PPP

Realising the dire need for upgradation of infrastructure, specifically in the areas of water supply, sewerage and solid waste management, Government of India launched two major schemes JNNURM & UIDSSMT allocating massive funding for 63 urban local bodies under the former and all other cities under the latter.

Total grants amounting to about Rs 500 billion (USD 11 billion) have been earmarked for seven years (2005-12) for this purpose. These in turn are expected to mobilize total investment of about Rs 1,200 billion (USD 26 billion) in urban infrastructure. Both the schemes have a clear formula of investment sharing between Central, State Government & Urban Local Bodies.





The key thrust is on the Water & Sewerage sector for which, total grants of Rs 300 billion have already been approved. These funds get further leveraged by private participation under PPP which are brought in to take care of the ULB share of the investment. This ensures massively improved efficiency, state-of-the-art technology and the highest level of service, resulting in a win-win model for all stakeholders viz Public Institutions, Private Partner and most importantly the People.

Enter VIL for Opportunity Water

VIL, having identified great opportunity has created a fully owned subsidiary - Vishwaraj Environment Private Limited (VEL). It is a specialized entity for the professional rehabilitation, designing, building and operation of environmentally responsible water distribution and treatment systems.

VEL is bidding across India for opportunities in water treatment, sewage treatment, operation & maintenance, distribution with various international and national players.

The Services Bouquet

- 24 x7 Citywide Water Distribution System
- Augmentation, Rehabilitation, Operation & Maintenance of Treatment Facilities (WTP & STPs).



24 x 7 Citywide Water Distribution System

Under this initiative, VEL undertakes to strengthen the existing infrastructure within municipal hubs along with Operation and Maintenance of new or existing systems. The key aspects of this model are its clear and measurable performance linked outcomes, an equitable distribution of the most precious resource, no transfer of assets or water to the private entity at any stage and the capability of VEL to bring in funding on PPP model.

The 24x7 Nagpur Water Supply Model A Snap Shot

The City

Nagpur, with a population of 2.5 million inhabitants, is the 13th largest urban conglomeration in India and the 3rd largest in the State of Maharashtra. It is the first city of this scale to outsource water supply under a PPP contract for 25 years.

The Objective

To provide safe and sustainable water, meeting CPHEEO standards, to all inhabitants with a special focus on the very poor slum-dwellers. To provide water on a continuous basis with constant pressure - a process usually referred to as 24x7 water supply.

The Company

'Orange City Water Ltd. (OCWL)' a 50:50 joint venture special company incorporated with equal

stake of Vishvaraj Environment Pvt. Ltd. and Veolia Water of France.

The Contract

The contract, awarded through an international tendering process, includes an initial 5-year program of works (mainly network and house service connections, rehabilitation and upgradation). It is partly funded by the Government of India, through the JNNURM (Jawaharlal Nehru National Urban Renewal Mission) program and the State of Maharashtra (combined 70%) and partly by the Operator (30%).

The Scope

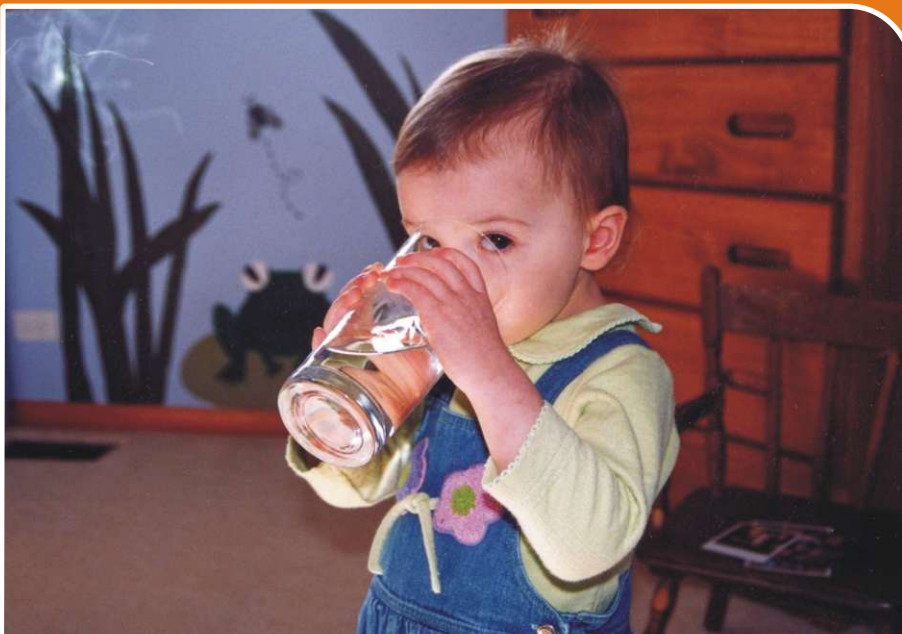
24x7 uninterrupted water supply service to all the citizens of Nagpur. This includes management of the drinking water cycle, from production, treatment, transport, storage to distribution to customers' taps. The surface water is being produced and treated in five plants for a total of 550 MLD and is being distributed through 2,100 km of pipeline to 250,000 water connections. Establishing a Customer Service Center to offer round-the-clock assistance, leading to customer delight. Multiple bill collection points with varied collection channels to further enhance customer convenience.

The Sociopolitical Dimension

In addition to the technical challenge and scale of the project, VEL has communicated effectively with different sections of society. Fears and misconceptions have been allayed with facts and benefits due in the scheme for all stakeholders.

The fact that every single household irrespective of social and economic strata, including slums, would have an independent connection with consistent, regular, quality water will transform and revolutionise lives. It will free up time for more productive, wealth creating activities as well as

encourage social harmony. VEL is proving that a project that goes beyond its immediate scope in a socially empowering & transforming direction can make a difference as the success of the project is envisaged as transforming lives of all the citizens for a better & healthier tomorrow.





Augmentation, Rehabilitation, Operation & Maintenance of Treatment Facilities (WTP & STP)

VEL offers the flexibility of separate or clubbed models for construction of new water and sewage treatment plants and rehabilitation and management of these treatment facilities. Municipalities can benefit from the tremendous value addition under this programme, under which VEL's professionals follow a clear protocol ensuring minimum cost of ownership and operation whilst delivering superior service levels. VEL offers a full-spectrum of end-to-end services viz: initial site inspection of existing facilities, designing, engineering, construction, commissioning and operation & maintenance.

Under the existing scenario in most cities, the existing assets (WTP/STP) are in a highly compromised situation resulting in increased power consumption, inefficiencies & wastages and poor quality of water. This increases the financial burden on the municipalities tremendously. VEL rehabilitates these existing projects on a performance guaranteed method while also bridging the funding gap with a PPP model. VEL's capabilities include taking all possible technologies into account and selecting and implementing the most appropriate combination for every project on PPP basis.



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